

Analysis of the SME Researchers Workshop Participants Survey

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Analysis of the SME Researchers Workshop Participant Survey

A total of 23 responses to the SME Researchers Workshop questionnaire were received: 13 from researchers and 10 from representatives of governments, donors and other service providing organizations. An analysis of the responses is presented below, along with a comparison of those from researchers and those from the other respondent group.

1. Major barriers to MSME research in Egypt

Overall respondents indicated that the most major barriers to MSME research in Egypt were: 1) availability of data/sources and 2) lack of ability of research to influence policy; and the lack of research-policy networks (Table 1). However, apart from agreement on the top ranked barrier, researchers and government/ donors differed in their views about the level of significance of the remaining barriers.

Researchers as a group considered funding and the lack of ability of research to influence policy directions more major as barriers to research than did the government/donor group (higher mean scores and higher mean-rankings). On the other hand, the government/donor group considered the lack of research networks and research-policy networks (higher mean scores and second and third place mean-rankings) as more major than did the researcher group, for which the lack of research networks was the least major barrier.

Table 1: MSME research barriers

	Researchers								Government/donors/ other								Total respondents	
Barrier	1	2	3	4	5	Mean	Rank	1	2	3	4	5	Mean	Rank	Mean	Rank		
Availability of data/sources	0	0	1	0	11	4.8	1	0	0	2	2	6	4.4	1	4.6	1		
Lack of ability of research to influence policy directions	0	0	1	7	4	4.2	2	0	1	2	5	2	3.8	4	4.0	2		
Lack of research-policy networks	1	1	3	4	3	3.6	4	0	0	1	7	2	4.1	2	3.8	3		
Lack of dissemination mechanisms	1	0	5	5	1	3.4	6	0	0	4	4	2	3.8	4	3.6	4		
Lack of institutional support	0	1	4	5	2	3.7	3	0	2	3	4	1	3.4	6	3.5	5		
Lack of research networks	1	7	1	1	2	2.7	8	0	1	1	5	3	4.0	3	3.3	6		
Funding	0	3	2	5	2	3.5	5	2	2	3	3	0	2.7	7	3.1	7		
Lack of public interest	1	3	5	3	0	2.8	7	3	2	3	1	1	2.5	8	2.7	8		

Note: On scoring, 1= minor barrier; 5 = major barrier

2. Awareness of funding sources for MSME research

Over three quarters of respondents were aware of MSME research funding sources (78%) (Table 2). This was slightly higher for governments/donors (90%) than researchers (69%). Sixty percent of responses identifying data sources referred to various donors. IDRC was the single most frequently mentioned source.

Table 2: Awareness of research funding sources

	Researchers				Governments/ donors				Total respondents			
	Yes	%	No	%	Yes	%	No	%	Yes	%	No	%
Are you aware of funding sources for MSME research?	9	69%	4	31%	9	90%	1	10%	18	78%	5	22%
CIDA	1				2				3			
IDRC	3				2				5			
IFC	1				0				1			
EU	1				0				1			
WB	1				0				1			
USAID	1				1				2			
GTZ	1								1			
Donors					3				3			
SFD	1				0				1			
ERF	1				1				2			
Femise	1				0				1			
ECES	1								1			
Research centers					1				1			
MoFT or MTI	1				1				2			
IMP					2				2			
Total responses	14				13				27			

3. Adequacy of data on the MSME sector

Only 43% of respondents felt there was adequate data on the MSME sector in Egypt (Table 3). Half of the researcher group who indicated there was adequate data, qualified their response by comments that the data was limited, scattered, and expensive to access.

Table 3: Adequacy of data

	Researchers				Government/donors				Total respondents			
	Yes	%	No	%	Yes	%	No	%	Yes	%	No	%
Is there adequate data on the MSME sector in Egypt?	6	46%	7	54%	4	40%	6	60%	10	43%	13	57%

The most frequently mentioned source of data used was the Economic Research Forum (ERF) database, followed by SMEPol/Ministry of Finance and CAPMAS (Table 4). Researchers were most likely to be using data from ERF, SMEPol and the Egyptian Labor Market Survey (ELMS), while the government/donor group indicated a broader range of sources.

Table 4: Most used data sources

What data sources do you use?	Researchers	Government/donors	Total respondents
ERF	5	2	7
SMEPol /MoF	2	1	3
Egyptian LMS	2		2
CAPMAS		3	3
Population Council		1	1
Directories (business, industrial zones, Chambers of commerce & industry)		1	1
IDSC/SFD employment survey in 4 governorates		1	1
Consultants research for donors		1	1
Reports of donors and international organizations		1	1
Articles	1		1
Total responses	10	11	21

4. Most useful sources of existing data

Data from the ERF, including the MSME databank, was mentioned most often as a useful source of data, followed by SMEPol/MoF (Table 5). A variety of other data sources were highlighted.

Table 5: Useful sources of MSME data

What sources of MSME data do you find most useful?	Researchers	Government/ donors	Total responses
ERF/MSME databank	3	3	6
SMEPol/MoF	2	2	4
Social Research Center (SRC)	1		1
SFD		1	1
MoI/GAFI	1		1
CAPMAS (but outdated)		2	2
ELMS		1	1
Official stats	1		1
Government year book, business directories		1	1
Academic papers, case studies	2		2
Results of various surveys but most are outdated		1	1
Total	10	11	21

5. Types of data that would be useful

Respondents indicated a range of data they would find useful, including time series, annual surveys and panel studies that would enable the tracking of activity in the MSME sector over time and its contribution to the macro-economy (Table 6).

Table 6: Types of useful data

What types of data would you find useful?	Researchers	Governments/ donors	Total responses
Qualitative data on dynamics/trends and success/failure determinants	1		1
Time series on contribution of SME sector in macroeconomic variables (GDP, employment, exports, income distribution)	2		2
Annual tracking of changes in SMEs (number, employment, entry/survival/growth rates, regional)		2	2
Annual survey of sample of SMEs to monitor trends		1	1
On integration of MSEs in society and their contribution	1		1
Panel study of nascent entrepreneurs		1	1

Table 6: cont'd

What types of data would you find useful?	Researchers	Government/ donors	Total responses
Participation in Global Entrepreneurship Monitor to track entrepreneurial activity rates		1	1
On dynamics of sector and constraints	1		1
Published research & reports on SME formality vs informality		1	1
SME databank (type of business, products, contact details)		1	1
Total	5	7	12

6. Training in research areas

All of the researcher respondents and 95% of the government/donor respondents felt there was a need for training on methodological and statistical techniques for research on MSMEs (Table 7).

Table 7: Need for research training

	Researchers		Government/ donors		Total respondents			
	Yes	No	Yes	No	Yes	%	No	%
Is there a need for training on methodologies and statistical techniques for research on MSMEs?	12	0	8	1	20	95%	1	5%

Training in survey and sampling techniques, all research methodologies, collecting and analysing data on the informal sector, panel data analysis and data segregation techniques were specifically mentioned as training topics that would be most helpful (Table 8).

Table 8: Research training considered helpful

What kind of training would you find most helpful?	Researchers	Government/ donors	Total responses
On survey/sampling techniques	4	1	5
How to collect & analyze data on informal sector	1		1
All research methodologies (SPSS, statistical tools)	1		1
How to conduct research in Egypt	1		1
On panel data analysis to examine effects in SMEs over time/ monitor changes in SME sector		2	2
On data segregation		1	1
Training for young researchers and practitioners	1		1
How to follow up on research with MSME activities	1		1
Total	9	4	13

7. Availability of MSME information and dissemination of research results

Slightly over a third of all respondents felt information on MSMEs was sufficiently available to them, almost half of the researchers and only 22% of the government/donor group (Table 9).

Table 9: Availability of MSME information

	Researchers				Government/donors				Total respondents			
	Yes	%	No	%	Yes	%	No	%	Yes	%	No	%
Is information on MSMEs sufficiently available to you?	6	46%	7	54%	2	22%	7	78%	8	36%	14	64%

Respondents indicated a variety of channels for the dissemination of MSME-related research findings, including conferences and public seminars, publications and international journals, and the distribution of donor reports through the internet and email lists (Table 10).

Table 10: Main channels of dissemination of research findings

What are your main channels of dissemination for MSME-related research findings?	Researchers	Government/donors	Total responses
Conferences and public seminars	4	1	5
Publications, international journals, published statistical findings	4		4
Donor reports disseminated through internet & emails	1	2	3
Websites	1		1
Media	1		1
IDSC, SFD, MoF		3	3
ERF		2	2
Total	11	8	19

8. Main sources of knowledge about MSME issues

For donors, the main sources of knowledge about MSME issues are articles and published research reports, SMEPol/MoF, the ERF MSME survey, conferences and the IMC databases (Table 11).

Table 11: Main sources of knowledge about MSME issues

What are your main sources of knowledge about MSME issues?	Researchers	Government/donors	Total responses
Articles and published research reports	2	3	4
SMEPol/ MoF	1	2	3
ERF MSME survey	1	1	2
Supervising MSA and PhD thesis	1		
Conferences		2	2
GAFI	1		1
IMC databases		1	1
Total	6	9	15

9. The state of knowledge about MSMEs in Egypt

Participants attending the SME Researchers Workshop were asked to indicate the state of knowledge on 35 MSME/entrepreneurship-related research issues/questions. Mean scores were calculated for each of the issues, which were based on a 1 to 5 scale, with 1 equal to 'we know a lot about this already' and 5 equal to 'we do not know very much about this now'. The mean-rankings for all respondents and for the two groups of researchers and governments/donors are presented in Annex 1. One can see that the two groups of researchers

and government/donors have somewhat different views on the state of SME knowledge in the Egyptian environment.

Based on the mean-rankings, the ten topics about which respondents feel ‘we do not know very much’ are itemized in Table 12A. The rankings for each of the researcher and government/donor groups are listed in Tables 12B and 12C. These tables also include the mean-rankings for the top ten topics about which respondents feel ‘we know more’.

Of the top ten topics about which less is known, the two respondent groups shared five:

- 1) patterns of innovation in MSEs and how this can be enhanced;
- 2) the integration of MSMEs in the economy (e.g., the role of supply chains);
- 3) the role of Islamic financing systems in bridging the financing gap for SMEs;
- 4) demographic trends in the growth and performance of the MSME sector over time; and
- 5) the impact of entrepreneurial activity on Egypt’s growth.

However, for the most part, respondents did not prioritize these research gaps. Thus, there is no way of knowing whether they are priority research areas, or whether ‘we just don’t know much and it doesn’t matter’.

Tables 12A, 12B, and 12C also list the mean-ranked top ten topics about which respondents feel ‘we know more already’. The two respondent groups include five of the same topics on their lists:

- 1) barriers to MSME development in Egypt;
- 2) start-up and growth barriers faced by Egyptian women entrepreneurs;
- 3) the nature of MSME financing gaps;
- 4) the impact of the regulatory and legal environment on MSME start-up and growth rates; and
- 5) who are starting Egyptian MSMEs (demographic profiles of self-employed and entrepreneurs).

Also, from Tables 12B and 12C, it is apparent that the government/donor group felt that ‘we know more’ about the impact of financial and non-financial programmes and services on the performance of MSMEs and about the performance and impact of existing financial and non-financial programmes and services targeted towards MSMEs than did researchers. Conversely, researchers felt “we know” more about the contribution of MSMEs to the economy and their impact on GDP, etc, and about the functioning and dynamics of the informal enterprise than did the government/donor group. These four items appeared on different of the “top 10” lists for the two groups.

Table 12A: Total respondents – top ten ranking of research issues

10 top-ranked research issues about which total respondents feel they don't know very much about	Mean	Rank
20. Patterns of innovation in MSMEs and how this can be enhanced	4.40	1
2. Business entry, survival, growth and exit rates	4.09	2
21. The integration of MSMEs into the economy (e.g., role of supply chains)	4.09	2
28. The role of Islamic financing systems in bridging the financing gap for MSMEs	4.09	2
1. Demographic trends in the growth and performance of the MSME sector over time	4.00	5
15. Growth patterns of individual MSMEs, i.e., the growth dynamic and different paths to growth of individual enterprises	4.00	5
4. The impact of entrepreneurial activity on Egypt's economic growth	3.95	7
10. How the Egyptian education system fosters entrepreneurship and supports enterprise development	3.91	8
19. How some SMEs manage to internationalize their firms	3.82	9
33. The performance and impact of existing financial and non-financial programmes and services targeted to MSMEs	3.77	10
32. The effectiveness of the existing infrastructure for supporting MSME development and areas for improvement	3.77	10
8. Why some regions of Egypt have more MSMEs than others	3.77	10
10 top-ranked research issues - about which total respondents feel they know more about already	Mean	Rank
11. Barriers to MSME development in Egypt	2.00	35
13. Start-up and growth barriers faced by Egyptian women	2.82	34
14. Gender differences in the performance of MSMEs	3.00	33
16. MSME success and failure determinants	3.05	32
26. The nature of MSME financing gaps	3.14	31
29. The impact of the regulatory and legal environment on MSME start-up and growth rates	3.23	30
12. Who are starting Egyptian MSMEs (demographic profiles of self-employed & entrepreneurs)	3.32	29
31. The impact of business simplification on MSME entry and growth rates	3.36	26
30. The impact of general laws and regulations on the specific bottlenecks on the MSME sector	3.36	26
3. The contribution of MSMEs to the economy and their impact on GDP, value-added, employment, exports, etc.	3.36	26

Table 12B: Government/donor respondents – top ten ranking of research issues

10 top-ranked research issues about which governments/donors feel they don't know very much about	Mean	Rank
20. Patterns of innovation in MSMEs and how this can be enhanced	4.40	1
15. Growth patterns of individual MSMEs, i.e., the growth dynamic and different paths to growth of individual enterprises	4.30	2
2. Business entry, survival, growth and exit rates	4.30	2
10. How the Egyptian education system fosters entrepreneurship and supports enterprise development	3.90	4
1. Demographic trends in the growth and performance of the MSME sector over time	3.90	4
4. The impact of entrepreneurial activity on Egypt's economic growth	3.80	6
3. The contribution of MSMEs to the economy and their impact on GDP, value-added, employment, exports, etc.	3.80	6
23. How owners of MSMEs learn to do what they do	3.80	6
17. The functioning and dynamics of the informal enterprise	3.80	6
21. The integration of MSMEs into the economy (e.g., role of supply chains)	3.70	10
28. The role of Islamic financing systems in bridging the financing gap for MSMEs	3.70	10
19. How some SMEs manage to internationalize their firms	3.70	10
10 top-ranked research issues - about which governments/donors feel they know more about already	Mean	Rank
11. Barriers to MSME development in Egypt	1.90	35
25. The impact of financial and non-financial programmes and services on the performance of MSMEs	2.90	34
31. The impact of business simplification on MSME entry and growth rates	3.00	32
22. The role and impact of clusters on MSME growth and development	3.00	32
9. The relationship between the labor market, unemployment and the employment dynamics of MSME development	3.10	26
26. The nature of MSME financing gaps	3.10	26
12. Who are starting Egyptian MSMEs (demographic profiles of self-employed & entrepreneurs)	3.10	26
29. The impact of the regulatory and legal environment on MSME start-up and growth rates	3.10	26
33. The performance and impact of existing financial and non-financial programmes and services targeted to MSMEs	3.10	26
13. Start-up and growth barriers faced by Egyptian women	3.10	26

Table 12C: Researcher respondents – top ten ranking of research issues

10 top-ranked research issues about which researchers feel they don't know very much about	Mean	Rank
20. Patterns of innovation in MSMEs and how this can be enhanced	4.42	1
21. The integration of MSMEs into the economy (e.g., role of supply chains)	4.42	1
28. The role of Islamic financing systems in bridging the financing gap for MSMEs	4.42	1
33. The performance and impact of existing financial and non-financial programmes and services targeted to MSMEs	4.33	4
8. Why some regions of Egypt have more MSMEs than others	4.25	5
4. The impact of entrepreneurial activity on Egypt's economic growth	4.08	6
25. The impact of financial and non-financial programmes and services on the performance of MSMEs	4.08	6
1. Demographic trends in the growth and performance of the MSME sector over time	4.08	6
7. The impact of Egyptian culture on the decision to become an entrepreneur or start a business	4.08	6
32. The effectiveness of the existing infrastructure for supporting MSME development and areas for improvement	4.00	10
5. The future for MSMEs in Egypt's given increased privatization, liberalization and economic reform	4.00	10
10 to-ranked research issues about which researchers feel they know more about already	Mean	Rank
11. Barriers to MSME development in Egypt	2.08	35
13. Start-up and growth barriers faced by Egyptian women	2.58	34
14. Gender differences in the performance of MSMEs	2.83	33
16. MSME success and failure determinants	2.92	32
3. The contribution of MSMEs to the economy and their impact on GDP, value-added, employment, exports, etc.	3.00	31
17. The functioning and dynamics of the informal enterprise	3.17	29
26. The nature of MSME financing gaps	3.17	29
29. The impact of the regulatory and legal environment on MSME start-up and growth rates	3.33	28
34. The impact of specific government policies on developments within the MSME sector	3.42	27
30. The impact of general laws and regulations on the specific bottlenecks on the MSME sector	3.50	25
12. Who are starting Egyptian MSMEs (demographic profiles of self-employed & entrepreneurs)	3.50	25

10. Thematic categorization of research issues/questions – themes and priorities

The list of 35 research issues/questions were categorized into seven groupings related to knowledge about:

- 1) SMEs and the economy (6 items);
- 2) the demography of enterprises (4 items);
- 3) entrepreneurship (3 items);
- 4) entrepreneurial behavior (3 items);
- 5) the behavior and performance of MSMEs (7 items);
- 6) MSME financing (3 items); and
- 7) the impact of policies, initiatives and/or programmes on MSMEs and/or the MSME sector (9 items).

Comparative means and mean-rankings for each item in the categorized list are presented in Annex 2.

It is noted that regardless of the mean-rankings, frequency distributions for the scoring of each item on the scale from 1 to 5 reveal that for 22 of the 35 issues/questions, over half of respondents' responses were either 4 or 5 ('we don't know very much about this'). This applied to all but two of the issues under 'impact of policies/programmes on MSMEs'; four of the seven items under 'behavior and performance of enterprises', specifically items dealing with MSME innovation and growth; all four items under 'the demography of enterprises', dealing with measurement of dynamic aspects and trends over time; all three items under 'entrepreneurship', which relate to the influence of culture, attitudes and education on entrepreneurship; half of the six items under 'MSMEs and the economy' dealing with the role and integration of MSMEs in the economy; and one of the three items under MSME financing, specifically to do with the role of Islamic financing in bridging the financing gap for MSMEs.

In addition, several respondents provided answers to the open-ended question in the survey asking for their view on the critical SME research questions or priorities that need to be addressed in the Egyptian context. These responses are presented in Table 13. Many of them highlighted the need for research on improving the performance of MSMEs through cluster development and supply chain linkages. Others focused on the need for more research to increase our understanding of how to improve MSME access to BDS and financing; to examine obstacles to SME development, such as the cost of regulation and formalization barriers; and to increase our knowledge about the role of MSMEs in the economy, the relationship between MSME development and poverty, the development of entrepreneurship through the education system, the impact of policies and programmes on MSME development, and about 'who is starting enterprises in Egypt'.

Table 13: Critical MSME research questions or priorities posed by survey respondents

1. The nature of poverty, employment and enterprise development.
2. The importance of MSME sector development in overall economic growth.
3. The relationship between entrepreneurial culture and education.
4. Research on who is starting enterprises in Egypt.
5. How to create a healthy environment for MSMEs.
6. Factors affecting the success and failure of SMEs.
7: The most critical barriers to the formalization of enterprises and priorities for overcoming them?
8. The cost of regulation to SMEs compared to large enterprises.
9. Determinants of growth in MSMEs.
10. Aspects of the informal sector.
11. To investigate the actual growth opportunities for SMEs and how to help them achieve those opportunities, both domestically and internationally.
12. Integrating MSMEs in the domestic, regional, global supply chains
13. Increasing added value and export potential of Egyptian products by making use of Egyptian know-how and innovation that could lead to more competitive and quality products.
14. Methods of establishing cluster selective networks among SMEs with large enterprises.
15. Improving product quality and updating technology used by SMEs.
16. Addressing the marketing problems of SMEs; inadequate linkage channels and linkage centers.
17. Sectoral studies for specific industries to promote to MSEs; cluster development to promote and develop SMEs; studies on supply chains and value chains in the service sector; studies for upgrading SME competitiveness.
18. How to best make use of ICTs for increasing the competitiveness and improving the performance of SMEs.
19. How to finance SMEs?
20. Access to capital and the role of NGOs and CSOs.
21. Are BDS services for SMEs sustainable, efficient, available and accessible in Egypt? What are the strengths and weaknesses of the current BDS suppliers? How are services delivered? How do SMEs want them to be delivered? What prices for BDS can SMEs afford to pay? Why don't SMEs use BDS services? How aware are they of BDS services? What kind of benefits do SMEs look for from BDS providers? How can Egypt design efficient policies to promote BDS for SMEs?
22. National vision of MSEs programs and services
23. Formulating realistic and achievable Action Plan for removing obstacles faced by SMEs.
24. How to best implement Consultant's recommendation to enhance the SME sector, in light of other countries' experiences.
25. What is the impact of policies and programs on the growth and development of MSMEs?

And finally, those respondents who offered other comments/suggestions, indicated the need for:

- 1) a clearing house or databank for all MSME research in Egypt (including that done by academics, governments and donors) that could be accessed by relevant users;
- 2) an Egyptian journal for MSME research;
- 3) a network of policymakers, researchers and service providers that would meet semi-annually or annually to discuss research needs, priorities, and plans to address them;
- 4) better dissemination of research through web-based publications;
- 5) more research collaboration and better integration of researchers and policymakers in an effort to reduce the currently fragmented efforts;
- 6) researchers to adopt a multi-dimensional approach to MSME research; and
- 7) an MSME map.

Although there were only a small number of survey respondents, these results may provide guidance in establishing a list of research priorities and establishing a research program and agenda to fill the knowledge gaps.

Annex 1: Mean-ranking of research issues for total respondents and the researcher and government/donor groups

Research issue	Total respondents		Researchers								Governments/ donors/other							
	Mean	Overall rank	1	2	3	4	5	Mean	Rank	1	2	3	4	5	Mean	Rank		
20. Patterns of innovation in MSMEs and how this can be enhanced	4.41	1	0	0	1	5	6	4.42	1	0	0	0	6	4	4.40	1		
21. The integration of MSMEs into the economy (e.g., role of supply chains)	4.09	2	0	0	1	5	6	4.42	1	1	0	1	7	1	3.70	10		
28. The role of Islamic financing systems in bridging the financing gap for MSMEs	4.09	2	0	0	1	5	6	4.42	1	0	2	1	5	2	3.70	10		
2. Business entry, survival, growth and exit rates	4.09	2	0	1	5	0	6	3.92	12	0	0	2	3	5	4.30	2		
15. Growth patterns of individual MSMEs, i.e., the growth dynamic and different paths to growth of individual enterprises	4.00	5	0	0	7	1	4	3.75	18	0	0	2	3	5	4.30	2		
1. Demographic trends in the growth and performance of the MSME sector over time	4.00	5	1	0	3	1	7	4.08	6	0	0	3	5	2	3.90	4		
4. The impact of entrepreneurial activity on Egypt’s economic growth	3.95	7	1	0	1	5	5	4.08	6	0	1	3	3	3	3.80	6		
10. How the Egyptian education system fosters entrepreneurship and supports enterprise development	3.91	8	1	1	2	2	6	3.92	12	0	2	1	3	4	3.90	4		
19. How some SMEs manage to internationalize their firms	3.82	9	0	0	2	3	7	3.92	12	0	1	3	4	2	3.70	10		
33. The performance and impact of existing financial and non-financial programmes and services targeted to MSMEs	3.77	10	0	0	2	4	6	4.33	4	2	1	3	2	2	3.10	26		
8. Why some regions of Egypt have more MSMEs than others	3.77	10	0	0	3	3	6	4.25	5	0	4	2	2	2	3.20	19		
32. The effectiveness of the existing infrastructure for supporting MSME development and areas for improvement	3.77	10	0	2	1	4	5	4.00	10	1	1	2	4	2	3.50	14		
23. How owners of MSMEs learn to do what they do	3.77	10	0	0	9	2	2	3.75	18	1	1	3	4	2	3.80	6		
5. The future for MSMEs in Egypt’s given increased privatization, liberalization and economic reform	3.68	14	0	2	2	2	6	4.00	10	1	2	2	3	2	3.30	17		
7. The impact of Egyptian culture on the decision to become an entrepreneur or start a business	3.68	14	0	0	4	3	5	4.08	6	0	4	1	4	1	3.20	19		
35. The most critical policy gaps that need to be addressed	3.64	16	1	0	2	3	5	3.67	23	1	1	2	3	3	3.60	13		

24. How MSME owners access information	3.59	17	0	0	5	4	3	3.83	15	0	2	4	3	1	3.30	17
27. The dynamics of informal financing within the MSME sector (i.e., how MSMEs organize their informal financing)	3.59	17	0	1	5	2	4	3.75	18	0	3	2	3	2	3.40	15
25. The impact of financial and non-financial programmes and services on the performance of MSMEs	3.55	19	0	0	3	5	4	4.08	6	0	4	3	3	0	2.90	34
18. Why some MSMEs grow and others do not	3.55	19	0	1	4	3	4	3.83	15	1	1	3	5	0	3.20	19
6. The nature of public attitudes towards entrepreneurial/MSME activity in Egypt	3.50	21	1	0	2	7	2	3.75	18	0	4	2	2	2	3.20	19
22. The role and impact of clusters on MSME growth and development	3.45	22	0	1	4	3	4	3.83	15	1	2	1	3	2	3.00	32
9. The relationship between the labor market, unemployment and the employment dynamics of MSME development	3.45	22	0	0	5	5	2	3.75	18	0	3	4	2	1	3.10	26
17. The functioning and dynamics of the informal enterprise	3.45	22	0	4	3	4	1	3.17	29	0	1	2	5	2	3.80	6
34. The impact of specific government policies on developments within the MSME sector	3.41	25	0	0	8	3	1	3.42	27	1	3	1	1	4	3.40	15
31. The impact of business simplification on MSME entry and growth rates	3.36	26	0	1	3	7	1	3.67	23	2	3	1	1	3	3.00	32
30. The impact of general laws and regulations and the specific bottlenecks on the MSME sector	3.36	26	0	1	5	5	1	3.50	25	1	3	0	5	1	3.20	19
3. The contribution of MSMEs to the economy and their impact on GDP, value-added, employment, exports, etc.	3.36	26	1	4	3	2	2	3.00	30	1	0	2	4	3	3.80	6
12. Who are starting Egyptian MSMEs (demographic profiles of the self-employed and entrepreneurs)	3.32	29	1	3	3	2	3	3.50	25	1	2	2	5	0	3.10	26
29. The impact of the regulatory and legal environment on MSME start-up and growth rates	3.23	30	0	2	6	2	2	3.33	28	1	3	2	2	2	3.10	26
26. The nature of MSME financing gaps	3.14	31	0	6	1	2	3	3.17	29	0	3	3	4	0	3.10	26
16. MSME success and failure determinants	3.05	32	1	7	1	3	1	2.92	32	2	0	3	4	1	3.20	19
14. Gender differences in the performance of MSMEs	3.00	33	0	2	7	1	1	2.83	33	0	2	4	4	0	3.20	19
13. Start-up and growth barriers faced by Egyptian women	2.82	34	2	4	4	1	1	2.58	34	1	2	2	5	0	3.10	26
11. Barriers to MSME development in Egypt	2.00	35	6	4	1	2	0	2.08	35	4	4	1	1	0	1.90	35

Annex 2: Mean-rankings for categorized list of research issues/questions by respondent groupings

Research issue by category	Researchers		Government /donors/other		Total respondents						
	Mean	Rank	Mean	Rank	1	2	3	4	5	Mean	Overall rank
SMEs and the economy											
21. The integration of MSMEs into the economy (e.g., role of supply chains)	4.42	1	3.70	10	1	0	2	12	7	4.09	2
4. The impact of entrepreneurial activity on Egypt's economic growth	4.08	6	3.80	6	1	1	4	8	8	3.95	7
5. The future for MSMEs in Egypt's given increased privatization, liberalization and economic reform	4.00	10	3.30	17	1	4	4	5	8	3.68	14
9. The relationship between the labor market, unemployment and the employment dynamics of MSME development	3.75	18	3.10	26	0	3	9	7	3	3.45	22
3. The contribution of MSMEs to the economy and their impact on GDP, value-added, employment, exports, etc.	3.00	31	3.80	6	2	4	5	6	5	3.36	26
11. Barriers to MSME development in Egypt	2.08	35	1.90	35	10	8	2	3	0	2.00	35
Demography of enterprises											
2. Business entry, survival, growth and exit rates	3.92	12	4.30	2	0	1	7	3	11	4.09	2
1. Demographic trends in the growth and performance of the MSME sector over time	4.08	6	3.90	4	1	0	6	6	9	4.00	5
8. Why some regions of Egypt have more MSMEs than others	4.25	5	3.20	19	0	4	5	5	8	3.77	10
17. The functioning and dynamics of the informal enterprise	3.17	29	3.80	6	0	5	5	9	3	3.45	22
Entrepreneurship											
10. How the Egyptian education system fosters entrepreneurship and supports enterprise development	3.92	12	3.90	4	1	3	3	5	10	3.91	8
7. The impact of Egyptian culture on the decision to become an entrepreneur or start a business	4.08	6	3.20	19	0	4	5	7	6	3.68	14
6. The nature of public attitudes towards entrepreneurial/MSME activity in Egypt	3.75	18	3.20	19	1	4	4	9	4	3.50	21

Note: Blue indicates items where respondents have indicated the degree of knowledge is either 4 or 5 ('we don't know much'); red indicates items where more than half of the responses were either 1 or 2 (we know a lot already).

Research issue by category	Researchers		Government /donors/other		Total respondents						
	Mean	Rank	Mean	Rank	1	2	3	4	5	Mean	Overall rank
Entrepreneurial behavior											
23. How owners of MSMEs learn to do what they do	3.75	18	3.80	6	1	1	12	6	4	3.77	10
24. How MSME owners access information	3.83	15	3.30	17	0	2	9	7	4	3.59	17
12. Who are starting Egyptian MSMEs (demographic profiles of the self-employed and entrepreneurs)	3.50	25	3.10	26	2	5	5	7	3	3.32	29
Behavior and performance of MSMEs											
20. Patterns of innovation in MSMEs and how this can be enhanced	4.42	1	4.40	1	0	0	1	11	10	4.41	1
15. Growth patterns of individual MSMEs, i.e., the growth dynamic and different paths to growth of individual enterprises	3.75	18	4.30	2	0	0	9	4	9	4.00	5
19. How some SMEs manage to internationalize their firms	3.92	12	3.70	10	0	1	5	7	9	3.82	9
18. Why some MSMEs grow and others do not	3.83	15	3.20	19	1	2	7	8	4	3.55	19
16. MSME success and failure determinants	2.92	32	3.20	19	3	7	4	7	2	3.05	32
14. Gender differences in the performance of MSMEs	2.83	33	3.20	19	0	4	11	5	1	3.00	33
13. Start-up and growth barriers faced by Egyptian women	2.58	34	3.10	26	3	6	6	6	1	2.82	34
MSME Financing											
28. The role of Islamic financing systems in bridging the financing gap for MSMEs	4.42	1	3.70	10	0	2	2	10	8	4.09	2
27. The dynamics of informal financing within the MSME sector (i.e., how MSMEs organize their informal financing)	3.75	18	3.40	16	0	4	7	5	6	3.59	16
26. The nature of MSME financing gaps	3.17	29	3.10	27	0	9	4	6	3	3.14	30

Research issue by category	Researchers		Government /donors/other		Total respondents						
	Mean	Rank	Mean	Rank	1	2	3	4	5	Mean	Overall rank
Impact of policies/ programmes on MSMEs											
33. The performance and impact of existing financial and non-financial programmes and services targeted to MSMEs	4.33	4	3.10	27	2	1	5	6	8	3.77	9
32. The effectiveness of the existing infrastructure for supporting MSME development and areas for improvement	4.00	10	3.50	14	1	3	3	8	7	3.77	9
35. The most critical policy gaps that need to be addressed	3.67	23	3.60	13	2	1	4	6	8	3.64	15
25. The impact of financial and non-financial programmes and services on the performance of MSMEs	4.08	6	2.90	34	0	4	6	8	4	3.55	18
22. The role and impact of clusters on MSME growth and development	3.83	15	3.00	32	1	3	5	6	6	3.45	22
34. The impact of specific government policies on developments within the MSME sector	3.42	27	3.40	16	1	3	9	4	5	3.41	24
31. The impact of business simplification on MSME entry and growth rates	3.67	23	3.00	32	2	4	4	8	4	3.36	25
30. The impact of general laws and regulations and the specific bottlenecks on the MSME sector	3.50	25	3.20	20	1	4	5	10	2	3.36	25
29. The impact of the regulatory and legal environment on MSME start-up and growth rates	3.33	28	3.10	27	1	5	8	4	4	3.23	28